

NICHE SUPPLIER OF SPECIALTY FILING SYSTEMS TO LAW FIRMS, MEDICAL OFFICES, HOSPITALS AND BUSINESS

Also, Complete Office Installations, Furniture, Specialty Supplies

Revenue of \$6.3 Million, EBIT of \$1.3 Million

Location: Mid-Atlantic

INVESTMENT HIGHLIGHTS

- ★ SERVES PROFESSIONAL OFFICES, MIDDLE-MARKET BUSINESS IN EXTENDED METROPOLITAN AREA
- ★ STRONG GROWTH IN PROFITABILITY AND SALES
- ★ BROAD PRODUCT LINE FROM 125 SEPARATE VENDORS
- ★ VERTICAL-MARKET FOCUS AND VERY FAVORABLE COMPETITIVE ENVIRONMENT
- ★ LOYAL CUSTOMER BASE; EXCLUSIVE TERRITORIES FOR MAJOR NATIONAL SUPPLIERS
- ★ STEADY PRODUCT-SALES FEED LEADS TO CUSTOM-INSTALLATION-PROJECT BUSINESS
- ★ EXCELLENT OPPORTUNITIES FOR EXPANDING CONTINUED GROWTH
- ★ MENTORING BY CONGENIAL INDUSTRY ASSOCIATION WILL EASE TRANSITION TO NEW OWNER
- ★ EXCLUSIVE TERRITORIES NO-STRINGS-ATTACHED; FREE OF CONSTRAINING SUPPLIER TIES

BUSINESS DESCRIPTION

Client #48658 is a supplier of office furniture, filing systems and specialty filing supplies to a regional clientele of professional and business offices. Focusing principally on five vertical markets (medical offices, bank and finance offices, legal offices, business offices and hospitals), the Company also provides customized office-installation services. Typically such services are provided to regular customers when they either move or renovate their offices. The regional market served is an extended coastal metropolitan area which is home to several large corporations and is within 25 miles of one of America's largest cities. Though the Company sells to a few of the nation's largest corporations, its principal focus is the middle-market, and this focus--along with its vertical-market strategy--has created a very favorable competitive climate and management believes it has no direct competition in its mid-market niche. Client #48658 is consistently profitable and experienced revenue and profit growth even in the wake of the events of September 11, 2001. The Company maintains a 6,000-square-foot facility which includes its warehouse, showroom and executive offices. The Company has exclusive geographic territories for a prestigious, national office-furniture manufacturer and also for the leading international supplier of document-management products; but unlike some distributors of office furniture and products, it is completely independent of its suppliers and thus unconstrained as to what products it may offer and in what territories it may sell. Client #48658 is a founding member of a close-knit industry association whose members actively assist one another whenever they can. This association membership will facilitate transition to new ownership.

For further information regarding Client #48658, you are invited to contact:

eMerge M&A

*eMerge M&A, Inc.
295 Madison Avenue, 12th Floor
New York, NY 10017
212.804.8282
www.eMerge-MA.com*

REGIONAL SUPPLIER OF OFFICE FURNITURE AND FILING SYSTEMS **GROWING REVENUE AND GROWING PROFITABILITY**

- For a *national manufacturer or distributor of office supplies or furnishings*, this candidate represents a profitable window on changing needs and trends among middle-market professional and business office:
- For a *private-equity investor*, especially one in the Northeast or with a business-to-business focus, this candidate represents consistent profitability with significant growth upside.
- For a *private entrepreneur or investor*, the candidate represents a profitable distributor-to-businesses, one with significant growth potential operating in one of the nation's most dynamic regional economies which is also a historic scenic area which has inspired generations of a famous artistic school.

For further information regarding **Client #48658**, you are invited to contact:

eMerge M&A

eMerge M&A, Inc.
295 Madison Avenue, 12th Floor
New York, NY 10017
212.804.8282
www.eMerge-MA.com